DOCUMENT RESUME

ED 393 209 EA 027 474

AUTHOR	Hale, Phale D., Jr.
TITLE	Writing Grant Proposals That Win!
REPORT NO	ISBN-0-937925-96-9
PUB DATE	92
NOTE	150p.
AVAILABLE FROM	Capitol Publications, Inc., P.O. Box 1453, Alexandria, VA 22313-2053 ($75 plus $3 postage and handling).
PUB TYPE	Guides - Non-Classroom Use (055)
EDRS PRICE	Document Not Available from EDRS.
DESCRIPTORS	Electronic Publishing; Elementary Secondary Education; Federal Aid; Federal Government; Federal Regulation; *Financial Support; *Grants; *Grantsmanship; Politics of Education; Private Financial Support; *Program Proposals; *Proposal Writing; Public Agencies; State Aid

ABSTRACT

This guidebook offers lessons in the fundamentals of grant-writing, with a focus on showing the proposal writer how to shape the basic form into a clear, well-organized document that is unique as well as appealing to the reader. Chapter 1 examines the general structure of a grant proposal and shows how to build a conceptual framework that makes a logical case for funding. Chapter 2 describes additional features that enhance the clarity of a proposal. The third chapter describes how to use technology to enhance the professional presentation of the proposal. An actual request for proposals (RFP) from a U.S. Department of Education program is examined in the fourth chapter. Chapter 5 helps grant seekers understand the federal panel-review process, describing who the reviewers are and how they respond to proposals. Writing proposals for private-sector grants is the subject of the sixth chapter. Chapter 7 offers suggestions for dealing with the politics of grant seeking, and the final chapter advises what to do if the proposal is not awarded. Seven figures are included. Appendices contain a sample proposal and critique, sample application forms, and a list of state contacts. (LMI)

****
* Reproductions supplied by EDRS are the best that can be made *
* from the original document. *
****